

ALABAMA INTERNATIONAL TRADE RESOURCE GUIDE



GOVERNMENT RESOURCES ▪ INTERNATIONAL BANKING ▪
CUSTOMS BROKERS ▪ FREIGHT FORWARDERS ▪
FOREIGN TRADE ZONES ▪ FOREIGN CONSULATES ▪
TRADE ASSOCIATIONS

2009



ALABAMA INTERNATIONAL TRADE RESOURCE GUIDE

ALABAMA DEVELOPMENT OFFICE
INTERNATIONAL TRADE DIVISION

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WWW.ALABAMAUSA.ORG

WHILE EVERY EFFORT HAS BEEN MADE TO PROVIDE ACCURATE INFORMATION, ERRORS AND OMISSIONS INADVERTENTLY OCCUR. PLEASE CONTACT THE INTERNATIONAL TRADE DIVISION WITH ANY CHANGES OR CORRECTIONS.

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*Supporting Alabama Industries
Promoting Products & Services Worldwide*

The Export Alabama Alliance is a seamless network of international trade agencies with the fundamental objective to help Alabama companies grow their business internationally. This strong alliance of local, state and federal organizations works together to develop and coordinate programs to facilitate the export of Alabama's goods services overseas.

In addition to jointly promoting sanctioned overseas events such as trade missions and trade shows, these trade organizations counsel and assist companies in all aspects of global commerce, from how to assess a firm's export readiness to developing a marketing plan, to export financing, credit insurance and documentation, to delivery and payment. Workshops and seminars as well as individual counseling sessions are coordinated by the Export Alabama Alliance to help educate and prepare Alabama companies to compete in the global marketplace. The Alabama International Trade Resource Guide provides information on these organizations. Some services are free of charge while others require a nominal fee.

In addition to the Export Alabama Alliance, there are organizations that provide a specific service in the export process. These organizations are found in the Specialized Services category of the Alabama International Resource Guide. The third category of listings contains other resources which support the efforts in international trade.

We believe that you will find this guide a valuable resource and encourage you to become acquainted with Alabama's trade organizations and the services they offer. If you have not already done so, we invite you to become involved in the State's international trade community.

**EXPORT ALABAMA
ALLIANCE MEMBERS**

Alabama Development Office

Alabama International
Trade Center

Alabama State Port Authority

Alabama World Trade
Association

Birmingham Regional
Chamber of Commerce

Madison County Commission
International Trade Develop-
ment Center

Mobile Area Chamber of
Commerce

North Alabama International
Trade Association

Port of Huntsville

U.S. Department of Commerce
Birmingham Export Assistance
Center

U.S. Chamber of Commerce

**EXPORT ALABAMA
ALLIANCE SPONSORS**

Gold

Alabama Power Company
Alabama River Pulp
Alabama SBDC
Regions Bank

Silver

Business Council of Alabama
PowerSouth
TVA

Bronze

Alagasco
EDPA
First Commercial Bank

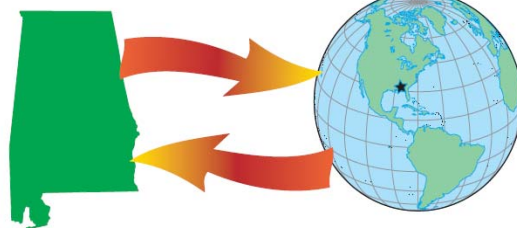
Export Alabama: Making Trade Work for You

Doing business overseas can be a challenge. Let the Export Alabama Alliance be your export partner. One call can link you to programs and services designed to help you succeed in the global marketplace. Whether you are a first-time exporter or want to expand into new or existing markets, give us a call.

Alabama's team approach to economic development is evident in the state's effective international trade efforts. The Export Alabama Alliance is a statewide network of export assistance professionals with the fundamental objective of helping Alabama companies to increase their business internationally. Our team provides comprehensive international trade services, all on a confidential basis.

- Overseas Marketing Solutions
- Customized Research
- Locate Distributors/Representatives
- Export Financing
- Trade Mission & Shows
- Trade Regulations
- Export Seminars & Workshops
- Foreign Buyer Delegation
- Diplomacy

TRADE Comes Full Circle for **Alabama**
Alabama **EXPORTS** billions of dollars to the world



International **TRADE** is critical to Alabama's **ECONOMY**

TRADE Means REVENUE • TRADE Means PROSPERITY • TRADE Means JOBS

Alabama Development Office
International Trade Division
trade.info@ado.alabama.gov
www.alabamausa.org

STATE OF ALABAMA ALABAMA DEVELOPMENT OFFICE INTERNATIONAL TRADE DIVISION

- Brings buyers from abroad together with Alabama suppliers through the organization, promotion and recruitment of Alabama companies to participate in:
 - Trade missions
 - Trade shows and exhibitions
 - Incoming trade missions
- The Division serves as a clearinghouse within Alabama for various federal, state and local agencies, academia, and the business community to bring together the international buyer and the Alabama supplier
- Provides individual counseling and sponsors international trade workshops, seminars and conferences on relevant international business topics
- Maintains a statewide international trade database and publishes the Alabama Exporters Directory; Alabama International Trade Resource Guide; and The Year In Trade which provides a statistical overview of Alabama's exports and imports

CONTACTS

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www.alabamausa.org

STATE OF ALABAMA DEPARTMENT OF AGRICULTURE AND INDUSTRIES

The global purpose of the International Trade Section of the Alabama Department of Agriculture and Industries is to support Alabama agribusinesses to Incorporate export trade in their marketing strategies, to assist Alabama individuals and companies to maximizing profitable international trade opportunities and to expand the awareness and acceptability of Alabama agricultural commodities, manufactured goods, processed food products, and agricultural related services throughout the world.

The Department seeks to accomplish the aforementioned goal through:

- Marketing assistance
- Export Readiness Training and other seminars
- Coordinating and/or participating in:
 - Industry trade shows
 - Trade missions
 - Reverse trade missions
- Southern U.S. Trade Association (SUSTA) member state
- USDA Foreign Agricultural Service (FAS)
- Network of Agricultural Trade Offices throughout the world

CONTACTS

JOHN KEY
Director

JENNA BEATTIE
Marketing Specialist

ALDEN HARRIS
International Trade Specialist

INTERNATIONAL TRADE SECTION
P. O. Box 3336
Montgomery, Alabama 36109
Tel: 334.240.7311
Fax 334.240.7270
trade@agi.alabama.gov
www.agi.alabama.gov

ALABAMA DISTRICT EXPORT COUNCIL U.S. DEPARTMENT OF COMMERCE INTERNATIONAL TRADE ADMINISTRATION

Council members are appointed by the United States Secretary of Commerce with White House approval to foster and stimulate international trade.

- Export seminars and workshops
- Members serve as counseling service for prospective exporters
- Administers the Gayle C. Shelton Jr. MBA Endowed Scholarship
- Where appropriate, provides position papers to the Alabama Congressional Delegation

CONTACTS

NELDA SEGARS
Executive Secretary
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U.S. DEPARTMENT OF COMMERCE
U.S. Foreign Commercial Service
Birmingham Export Assistance Center
950 22nd Street North, Suite 707
Birmingham, Alabama 35203
Fax: 205.731.0076
www.export.gov

ALABAMA FORESTRY COMMISSION MANAGEMENT DIVISION MARKETING & ECONOMIC DEVELOPMENT

- Publishes a Directory (on-line and hard copy) of Forest Industries in Alabama, in cooperation with the U.S. Forest Service
- Sources wood products to potential customers
- Provides information on the species, volumes, size class, and growth versus drain, for a given radius within Alabama for potential manufacturers
- Works with the Alabama International Trade Center to provide export assistance to forest product companies on a case-by-case basis
- Works with Alabama Development Office to provide resource information used to recruit new forest industry and assist existing industries to expand
- Targets furniture, cabinetry, plywood, veneer, dimension lumber, and other building materials industries for assistance

CONTACTS

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Walter.Cartwright@forestry.alabama.gov

FOREST MANAGEMENT DIVISION
513 Madison Avenue
Montgomery, Alabama 36104
Fax: 334.240.9346
www.forestry.alabama.gov

ALABAMA INTERNATIONAL TRADE CENTER

The Alabama International Trade Center (AITC) operates as a federal-state partnership program between the University of Alabama and the U.S. Small Business Administration, promoting the official SBA trade programs and export financing programs in Alabama. The AITC is an institutional member of the Alabama Small Business Development Consortium, a statewide network of ten management and technical assistance centers.

- Works on a one-on-one, confidential basis to help small businesses enter and sell in export markets
- Services include:
 - Customized international research
 - In-house training
 - Export financing
- Focuses on:
 - New-to-export firms
 - State industries with export potential
 - Tracks export results

CONTACTS

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Director

MICHAEL BROOKS
Assistant Director, Research & Training

CAROLYN TURNER
International Trade Specialist

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Box 870396
Tuscaloosa, Alabama 35487-0396
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Fax: 205.348.6974
aitc@ua.edu
www.aitc.ua.edu

ALABAMA STATE PORT AUTHORITY

- 45-ft ship channel on the lower harbor serving containers, coal and steel; 40ft. ship channel on the upper harbor serving general cargo, bulk, and project cargo
- Weekly container carrier service to North and South Asian ports, the Mediterranean, South and Central America, as well as the Caribbean (ZIM/Emirates Shipping) and to Europe (Atlanticargo-Star Shipping)
- Over 2.4 million square feet of warehouses & 2.4 million square feet of open storage - Freezer/Cold Storage Terminal
- Adjacent to I-10 and I-165/I-65
- 5 Class 1 Railroads (On Port): CSXT, Canadian National, Burlington Northern/Santa Fe – Alabama & Gulf Railroad, Norfolk Southern & Kansas City Southern
- Rail ferry service every 4 days to Coatzacoalcas, Mexico (Vera Cruz Region) via the CG Railway
- Authority owned terminal railroad and switch yard for all Class 1 and Rail Ferry Railroads (On Port)
- Access to 15,000 miles of inland waterways including the Tennessee Tombigbee Waterway, Great Lakes, Upper Mississippi, Ohio and Missouri River Systems and the Gulf Intracoastal Waterway
- Industrial area properties with deep or barge draft frontage
- State highway frontage tracts in industrial areas

CONTACTS

JAMES K. LYONS
Director, CEO

MARK SHEPPARD
Vice President, Trade & Development

JUDITH ADAMS
Vice President, Marketing

P.O. Box 1588
Mobile, Alabama 36633
Tel: 251.441.7003
Fax 251.441.7216
www.asdd.com

BIRMINGHAM REGIONAL CHAMBER OF COMMERCE

- Provides trade leads to member organizations;
- Sponsors and co-sponsors trade missions;
- Presents trade seminars in cooperation with other international trade promotion organizations;
- Processes Certificates of Origin for local manufacturers;
- Hosts and coordinates activities for international business visitors;

CONTACTS

VALTON JOHNSON
Director of Business Services
Tel: 205.241.8117
vjohnson@birminghamchamber.com

505 North 20th, Suite 200, Financial Center
Birmingham, Alabama 35203
Fax: 205.324.2384
www.birminghamchamber.com

FOREIGN TRADE ZONES

Foreign-trade zones are designated sites licensed by the U.S. Foreign-Trade Zones (FTZ) Board. While within Zones, all goods, both foreign and domestic, are treated as if outside U.S. Customs territory. Zones are supervised by U.S. Customs through occasional audits and site visits.

The purpose of the U.S. Foreign-Trade Zones program is to stimulate economic growth and development in the United States. In many instances, the duty on foreign parts incorporated into a product manufactured in a Foreign-Trade Zone and subsequently entered into the U.S. commerce is assessed at the rate that applies to the finished product rather than on its foreign parts or components. No duty is assessed on value of U.S. parts, labor, overhead, or profit. Thus the U. S. Foreign-trade Zones program serves as a remedy for U.S.-based manufacturers who find themselves at a disadvantage when they are assessed duties on parts that are imported as part of their manufacturing process that serves the U.S. market.

Foreign-trade zones are sponsored by qualified public or private corporations, which may operate the facilities themselves or contract for the operation with public or private firms. Many zone projects include an industrial park site with lots on which zone users can construct their own facilities. U.S. Foreign-Trade Zones offer a number of benefits to Zone users. These include:

- Deferral of Customs duties on imports not yet shipped into the domestic market
- Availability of leasable storage/distribution space to users in general warehouse-type buildings with access to various modes of transportation
- Operational flexibility, including storage, exhibition, assembly, manufacture and processing of merchandise
- Exemption from state/local inventory taxes on foreign goods and domestic goods held for export
- Elimination of duties on goods re-exported from Zones
- (As described above), relief from irrational duty rate relationships

FOREIGN TRADE ZONES CONTACTS

ZONE NO. 82

MOBILE, ALABAMA

Grantee: City of Mobile
Zone Project Administrator: Mobile
Foreign-Trade Zone Corporation
2062 Old Shell Road
Mobile, Alabama 36607
Contact: Greg Jones
Tel: 251.471.6725
Fax: 251.471.6727
gregjones@ftzcorp.com
www.ftzcorp.com

ZONE NO. 83

HUNTSVILLE, ALABAMA

Grantee: Huntsville-Madison County
Airport Authority
Zone Project Administrator: Huntsville
Foreign-Trade Zone Corporation
P.O. Box 6241
Huntsville, Alabama 35813
Contact: Louise Stickley
Tel: 256.772.3105
Fax: 251.445.1393
louisestickley@ftzcorp.com
www.ftz83.com

ZONE NO. 98

BIRMINGHAM, ALABAMA

Grantee: City of Birmingham
Office of Economic Development
Third Floor
710 20th Street North
Birmingham, Alabama 35203
Contact: Andrew J. Mayo
Tel: 205.254.2774
Fax: 205.254.7741
ajmayo@ci.birmingham.al.us
www.informationbirmingham.com

ZONE NO. 222

MONTGOMERY, ALABAMA

Grantee: Montgomery Area
Chamber of Commerce
Zone Project Administrator:
Mobile Foreign-Trade Zone Corporation
2062 Old Shell Road
Mobile, Alabama 36607
Contact: Greg Jones
Tel: 251.471.6725
Fax: 251.471.6727
gregjones@ftzcorp.com
www.ftzcorp.com

ZONE NO. 233

DOTHAN, ALABAMA

Grantee: Dothan-Houston County
Foreign Trade Zone, Inc.
Zone Project Manager: Foreign-Trade
Zone Corp.
2062 Old Shell Road
Mobile, Alabama 36607
Contact: Greg Jones
Tel: 251.471.6725
Fax: 251.471.6727
gregjones@ftzcorp.com
www.ftzcorp.com

MADISON COUNTY COMMISSION INTERNATIONAL TRADE DEVELOPMENT CENTER

- Export consultation
- Online international resources through the North Alabama International Trade Association (NAITA) – www.naita.org
- Information clearinghouse for referrals and specialized export requirements
- Seminars and group training – mechanics of exporting and country and industry-specific topics
- Market outreach via overseas trade shows and missions; inbound missions
- Assistance with U.S. export licensing regulations

CONTACTS

ANNE W. BURKETT
Executive Director

AMANDA P. BERKEY
Sr. International Trade Specialist

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Planning and Economic Development
100 Northside Square
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Tel: 256.532.3505
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trade@co.madison.al.us
www.co.madison.al.us
www.naita.org

MOBILE AREA CHAMBER OF COMMERCE

- Sponsors and coordinates trade missions and trade shows;
- Issues Certificates of Origin for export shipments;
- Provides assistance to international businesses wishing to invest in Mobile;
- Publishes a comprehensive Manufacturer's Directory which includes products manufactured in the Mobile metropolitan statistical area;
- Assists local companies in developing and expanding export markets;
- Through Federal and State resources, provides foreign market research; joint venture searches; identifies potential agents or distributors; and provides trade leads;
- Coordinates visits of foreign buyer delegations to regional business clusters;
- Sponsors international reverse investment business development missions worldwide;
- Hosts educational events and seminars;
- Coordinates regional participation in selected business shows and trade missions;
- Identifies opportunities for the transfer of technologies to local companies;
- Continuously works to improve the trade-related infrastructure serv-

CONTACTS

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www.mobilechamber.com

BRIDGETTE L. CLARK
International Trade Program Manager
Tel: 251.694.0702
bclark@mobilechamber.com

MOBILE CONTAINER TERMINAL, LLC

A new 380+ Acre Container & Multi-User Intermodal Terminal at the Alabama State Docks.

- Marine Terminal is operated by **Mobile Container Terminal LLC**, a Joint Venture between **APM Terminals North America** and **Terminal Link, a division of CMA CGM**
- Two Thousand Foot Berth on 45 ft. Channel; Two 65-T Container Cranes (4 Planned)
- Planned Intermodal Container Transfer Facility
- Lands available for Value Added Industries and Distribution
- Adjacent to I-10 and 3 Mi. from I-65 and Adjacent to Air Cargo Terminal
- Capacity 800,000 TEUs at Full Build Out

CONTACTS

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Director
Tel: 251.410.6100

901 Ezra Trice Blvd.
Mobile, Alabama 36603
Fax: 251.410.6101
www.mobilecontainerterminal.us

NORTH ALABAMA INTERNATIONAL TRADE ASSOCIATION (NAITA)

NAITA promotes economic growth through international trade education, training, and networking. A business-driven non-profit membership organization, NAITA provides international business services to encourage and assist companies in North Alabama and the surrounding region in expanding foreign trade. NAITA has just celebrated its 25th anniversary and has over 500 members. NAITA is the regional resource for international trade development.

Membership benefits include:

- Programs and meetings covering current international trade topics
- Seminars and conferences designed to address specific needs of members
- *NAITA eNews*, a periodic email newsletter, informs members of association activities, introduces new international resources, and provides information on current international issues and trade policy
- www.naita.org provides comprehensive information on NAITA events, international trade resource links, and members, including an online membership directory
- Networking with U.S. businesses involved in international trade, foreign trading partners, U.S. government officials, and foreign officials

CONTACTS

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President

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Executive Director

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Fax: 256.532.3704
naita@naita.org
www.naita.org

PORT OF HUNTSVILLE

The Port of Huntsville is an inland port facility that is comprised of three operating entities – Huntsville International Airport, International Intermodal Center, and Jetplex Industrial Park.

Huntsville International Airport

- Over 85 flights daily and Alabama's only non-stop international air service (cargo only)
- 12,600-foot runway – second-longest runway in the Southeast United States
- Parallel runways with 5,000-foot separation for simultaneous takeoff/landing
Instrument landing system (ILS) on all four runway approaches

International Intermodal Center (Air & Rail Cargo)

- 293,000 square feet of airside cargo tenant warehouse facilities with 5,000 square feet of cold storage
- U.S. Customs & Border Protection Port Inspectors and USDA Inspectors on site
- Freight Forwarders and Customs Brokers on site
- Quick turn around time and access to Interstate highway system
- Air, rail, and motor carrier terminals with two 45-ton overhead Gantry cranes and dedicated stack train service

JetPlex Industrial Park

- 4,000 acres available in tracts of 4 to 700 acres with utilities and direct interstate access
- Public use Foreign Trade Zone No. 83; Some sites have direct runway access

CONTACTS

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Director of Marketing
Tel: 256.258.1977

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Box 20008
Huntsville, Alabama 35824
Fax: 256. 772. 0305
barbie@hsvairport.org
www.hsvairport.org

U.S. DEPARTMENT OF COMMERCE U.S. FOREIGN COMMERCIAL SERVICE BIRMINGHAM EXPORT ASSISTANCE CENTER

The Commercial Service maintains a worldwide service delivery network with offices in more than 100 cities in the United States and in 80 countries overseas, designed to support U.S. exporters. Services include:

- International Partner Search:
 - Identifies the most suitable overseas licensees, distributors, agents, and strategic partners for U.S. exporters
- Comprehensive and customized market research
- Trade events:
 - BuyUSA.com, an on-line marketing service
 - International catalog exhibitions
 - Exhibit opportunities in attractive, high-traffic U.S. pavilions at major international trade shows worldwide and through virtual trade shows
 - Assistance before, during and following major trade shows
- Exposure to nearly a half million buyers in 140 countries through the Commercial News USA, an international magazine and virtual trade show
- International Company Profiles provide credit checks and detailed background information on prospective partners
- Gold Key Service provides tailor-made business appointments
- Platinum Key Service offers comprehensive, market-entry procedures with sustained support (typically 6 months to one year) for individual companies
- Advocacy through accredited diplomats and other U.S. officials regarding unanticipated problems with foreign clients

CONTACTS

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MEDICAL FORUM BUILDING
950 22nd Street North, Suite 707
Birmingham, Alabama 35203
Fax: 205.731.0076
www.export.gov
www.buyusa.gov/alabama

U.S. DEPARTMENT OF HOMELAND SECURITY CUSTOMS AND BORDER PROTECTION PORTS OF ENTRY

Ports of entry are under the jurisdiction of the Office of Field Operations.

- Processes conveyances, passengers, and all goods entering and exiting the United States
- Enforces Customs and Border Protection laws
- Enforces over 400 laws for 40 other agencies involved in international commerce
- Provides information on related importing and exporting issues
 - Duty rates
 - Harmonized Tariff Schedule
 - Rulings and regulations
 - Small importer
 - Publications and forms

CONTACTS

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Port Director
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2850 Wall-Triana Hwy
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Huntsville, Alabama 35824
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Port Director
Customs & Border Protection
P. O. Box 320127
Birmingham, Alabama 35232
Tel: 205.731.1465
Fax: 205.731.0776

JOHN S. PORTER
Area Port Director
Customs & Border Protection
150 North Royal Street
Suite 3004
Mobile, Alabama 36602
Tel: 251.441.5106
Fax: 251.441.6061

U.S. SMALL BUSINESS ADMINISTRATION ALABAMA DISTRICT OFFICE

- Counseling, advice and information on starting and/or expanding a business through:
 - Small Business Development Centers (SBDC)
 - Service Corps of Retired Executives Association (SCORE)
 - Women's Business Centers (WBC)
- Financial assistance through the 7(a) and 504 loan programs
- Minority enterprise development
- Special emphasis areas
 - Women
 - Minorities
 - Veterans
 - Businesses involved in international trade

CONTACTS

THOMAS TODT
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thomas.todt@sba.gov

RAYMOND W. HEMBREE
Deputy District Director
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raymond.hembree@sba.gov

801 Tom Martin Drive, Suite 201
Birmingham, Alabama 35211
Fax: 205.290.7404
www.sba.gov/al

L. D. RALPH
International Trade Loan Officer
Tel: 205.290.7101, Ext. 237
lafero.ralph@sba.gov

ALABAMA BANKS WITH INTERNATIONAL DEPARTMENTS

International banking departments offer services to assist the exporter in financing an international sale, helping to structure competitive payment terms and advise on market risks and other export-related considerations and conditions.

Corporate export banking services include:

- Foreign exchange trading and hedging
- Letters of credit and bankers' acceptances
- Documentary collections and funds transfers
- Eurodollar market access
- Foreign drafts and currency exchange
- Pre-export and post-export financing

COMPASS BANK

HELEN CHASE
Vice President
National Corporate Banking
15 South 20th Street— Suite 1501
Birmingham, Alabama 35233
TEL: 205.297.3218

GIAMPAOLO CONSIGLIERE
Executive Vice President
International Trade Finance
Tel: 713.499.8781

GERALDINE GURLEY
Senior Vice President & Manager
Tel: 713.499.8640

FIRST COMMERCIAL BANK

ED DEITZ
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Tel: 205.868.6171
edwarddeitz@firstcommercialbank.com

INTERNATIONAL DEPARTMENT
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www.firstcommercialbank.com

ADRIAN SMYTHIES
Foreign Exchange
Tel: 205.868.6176
adriansmythies@firstcommercialbank.com

REGIONS BANK

WARD CHEATHAM
Executive Vice President
Commercial Banking/Birmingham
1900 5th Avenue North
Birmingham, Alabama 35203
Tel: 205.320.7188

INTERNATIONAL BANKING GROUP
Customer Service
877.419.0365
www.regions.com

GLENN SIGLER
Vice President
International Banking Group/
Global Trade Finance
106 St. Francis Street
Mobile, AL 36602
Tel: 251.690.1187

MIKE STACIO
Currency Risk Management/
Foreign Exchange
800.813.5502
Michael.stacio@regions.com

SUNTRUST BANK

SCOTT LOVELACE
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WACHOVIA BANK

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INTERNATIONAL CUSTOMER CARE
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WHITNEY NATIONAL BANK

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ROGER GRIFFITHS
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rgriffiths@whitneybank.com

ALABAMA BAR INTERNATIONAL LAW SECTION

The membership of the International Law Section of the Alabama State Bar provides expertise in the following areas of the law:

Customs and export licensing	Immigration
Private international law	International trade boycotts
The Foreign Corrupt Practices Act	International taxation
International financial transactions	Civil law notarial services
International protection of intellectual property	

EXECUTIVE COMMITTEE 2008-2009

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CUSTOMS BROKERS

Customs brokers assist customers in clearing their cargo when importing to or exporting from the United States.

- Arranges transshipment and local delivery of goods, and tracks progress of imported/exported goods
- Calculates and can pay on behalf of the client taxes, duties, and excise
- Prepares formal entry documents and electronic submissions for clearance through Customs
- Communicates with Governments, including arranging Customs inspection
- Offers ATA carnets
- Offers Insurance

CUSTOMS BROKERS IN ALABAMA

CAROLE C. LELAND
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Homewood, Alabama 35209
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carole@lelandchb.com

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2850 Wall Triana Highway, Suite 205
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Tel: 256.772.0231
Fax: 256.772.7282
www.pageandjones.com

PAGE & JONES, INC.
107 39th Street North
Birmingham, Alabama 35222
Tel: 205.595.8429
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PAGE & JONES, INC.
52 N. Jackson Street
Mobile, Alabama 36602
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Fax: 251.432.1402
www.pageandjones.com

PANALPINA, INC.
2846 Wall Triana Highway
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UPS SUPPLY CHAIN SOLUTIONS
2852-A North Air Cargo Drive
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UPS SUPPLY CHAIN SOLUTIONS
2215 Avenue "O"
Brookley Complex
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Fax: 251.433.0864

UPS SUPPLY CHAIN SOLUTIONS
4759 Alton Court, Suite 101
Birmingham, Alabama 35210
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Fax: 205.956.2862

CUSTOMS BROKERS IN ALABAMA

W. R. ZANES & COMPANY
OF LOUISIANA, INC.
118 North Royal Street, Suite 507
Mobile, Alabama 36602
Tel: 251.438.1597
Fax: 251.432.3812

INTERNATIONAL FREIGHT FORWARDERS

Forwarders act as shipping agents for the exporter and handle the execution of cargo to its international destination. Forwarders quote shipping rates and schedules based on the terms of the export transaction between seller and buyer and handle all phases of the shipping process. Many freight forwarders are located near airports or ocean port facilities. Many also serve as customs brokers, handling import and export of cargo.

Services include:

- The handling of all shipping documents;
- Obtaining quotes on shipping costs;
- Arranging and booking of space on transport vessels;
- Presentation of documents to bank;
- Handling of the loading of cargo onto the carrier;
- Monitoring shipment;
- Following through delivery of product at export destination based on specifications in export/shipping documents.

FREIGHT FORWARDERS IN ALABAMA

ASF LOGISTICS
3812 Springhill Avenue
Mobile, Alabama 36608
Tel: 251.445.6785
Fax: 251.460.4432

CEVA FREIGHT MANAGEMENT
151 Jet Plex Boulevard, Suite A
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Tel: 256.772.6535
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BENNETT MOTOR EXPRESS
7481 Branchwood Drive
Mobile, Alabama 36695
Tel: 251.635.0048
Fax: 251.635.1668

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110 Beauregard Street, Suite 107
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Fax: 251.441.7328

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Hartselle, Alabama 35640
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Fax: 256.773.3032
Hal.Moore@dfyoung.com

EMOTRANS GLOBAL LOGISTICS
1015 Montlimar Drive
Mobile, Alabama 36609
Tel: 251.342.3313
Fax: 251.342.4413

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Tel: 251.433.5445
Fax: 251.433.5454

RICHARD MURRAY & CO.
109 North Conception Street
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Tel: 251.432.5549
Fax: 251.432.2810

SOUTHEASTERN FREIGHT FORWARDING, INC.
6448 Hillcrest Crossing South
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STIEGLER SHIPPING CO., INC.
1151 Hillcrest Road, Suite F
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Tel: 251.639.7300
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stiegler@stiegler.net
www.stiegler.net

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Tel: 256-461-7770
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teamairone@aol.com
www.teamwww.com

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Fax: 251.343.8231

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www.ups-scs.com

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LICENSED STEVEDORING COMPANIES IN ALABAMA

CSA
118 North Royal Street
Mobile, Alabama 36602
Tel: 251.431.6100
Fax: 251.431.6602

GLOBAL STEVEDORING
P.O. Box 2683
Mobile, Alabama 36652
Tel: 251.433.4198
Fax: 251.433.6325
Cell: 251.583.8339
tsirmon@icslogistics.com

GOLDEN STEVEDORING CO., INC.
Tel: 251.433.3726
Fax: 251.433.3338
edgardg@goldenstevedoring.com

PREMIER STEVEDORING
Tel: 251.438.3956
Fax: 251.438.3839
premstev@hotmail.com

**RICHWAY TRANSPORTATION
SERVICES, INC.**
49 Adams Street
Mobile, Alabama 36602
Tel: 251.441.7499
Fax: 251.405.5799

SISCO
Tel: 251.433.6750
Fax: 251.433.4351
mmallon@siscollc.com
aelliott@siscollc.com

TRI-STATE MARITIME SERVICES
Tel: 251.432.1054
Fax: 251.432.1056
tsmsal@tsmsal.com
www.tsmsal.com

LICENSED STEAMSHIP AGENCIES AND LINES IN ALABAMA

AZTEC MARITIME SERVICE, INC.
P.O. Box 1505
Mobile, Alabama 36633
Tel: 251.432.7273
Fax: 251.432.7274
ops@aztecmaritime.com

BARWILUNITOR SHIPS SERVICE
107 St. Francis Street, Suite 1804
Mobile, Alabama 36602
Tel: 251.433.3459
Fax: 251.433.5293
barwil.mobile@wilhelmsen.com

BIEHL & COMPANY
118 North Royal Street, Suite 705
Mobile, Alabama 36602
Tel: 251.432.1605
biehlmob@biehlco.com

BULK SHIPPING, INC.
118 North Royal Street, Suite 705
Mobile, Alabama 36602
Tel: 251.433.1585
mursteve@zebra.net
mursteve@bellsouth.net

**CELTIC INTERNATIONAL SHIPPING
AGENCY, LLC**
ASD Blvd., Building 50
P.O. Box 1083
Mobile, Alabama 36633
Tel: 251.694.7001
ops@celtic-international.com

CG RAILWAY
11 North Water Street, Suite 18290
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Tel: 251-243-9228
Fax: 251-706-6937
wildkm@intship.com

CRIMSON SHIPPING
150 Viaduct Road
Chickasaw, Alabama 36611
Tel: 251.457.9551
Russell.Blackman@crimsonshipping.com

**FILLETTE, GREEN SHIPPING SVC.
(USA) CORP.**
107 St. Francis Street, Suite 1804
Mobile, Alabama 36602
Tel: 251.438.5372
Fax: 251.433.5293
mob@fillettegreen.com

GENERAL STEAMSHIP CORP.
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Fax: 251.438.5072
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GLOVIS AMERICA, MOBILE OFFICE
1110 Montlimar Drive, Suite 630
Mobile, Alabama 36609
Tel: 251.342.8292
Fax: 251.342.8291

**LICENSED STEAMSHIP AGENCIES AND LINES
IN ALABAMA**

INCHCAPE SHIPPING SERVICES
118 North Royal Street, Suite 400
Mobile, Alabama 36602
Tel: 251.461.2747
Fax: 251.461.2748

**INTERNATIONAL SHIPHOLDING
CORPORATION**
11 North Water Street, Suite 18290
Mobile, Alabama 36602
Tel: 251.243.9100
Fax: 251.706.6938
www.intship.com

LOTT SHIP AGENCY, INC.
259 North Conception
P.O. Box 1802
Mobile, Alabama 36633
Tel: 251.433.1621
operations@lottship.com

MARITIME ENDEAVORS SHIPPING
P.O. Box 1064
Mobile, Alabama 36633
Tel: 251.434.9600
Fax: 251.441.7171

NORD-SUD SHIPPING, INC.
1940 Jefferson Hwy.
Lutcher, Louisiana 70071
Tel: 225.869.7450
nordsudnola@nordsudshipping.com

NORTON LILLY INTERNATIONAL
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Fax: 251.431.6795
rallen@nortonlilly.com

NSA AGENCY, INC.
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Tel: 251.433.1536
Fax: 251.433.7622
mobileops@nsaagency.com

PAGE & JONES, INC.
52 North Jackson Street
Mobile, Alabama 36602
Tel: 251.432.1646
Fax: 251.433.1402
mlee@pagejones.com
mleejr@pagejones.com

ROSS MARITIME, INC.
P.O. Box 1022
Mobile, Alabama 36633
Tel: 251.432.1611
Fax: 251.432.1613
agency@rossmaritimeusa.com

SEACLIFF AGENCY, LLC
162 South Lawrence Street
P.O. Box 1947 (36633)
Mobile, Alabama 36602
Tel: 251.433.1196
rmacpherson@seacliffagency.com

SEAGATE STEAMSHIP LINES, INC.
244 West Valley Avenue, Suite 205
Birmingham, Alabama 35209
Tel: 205.328.2343
kaj@seagatesteam.com
forrest@seagatesteam.com

**LICENSED STEAMSHIP AGENCIES AND LINES
IN ALABAMA**

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1100 Dauphin Street, Suite B
Mobile, Alabama 36604
Tel: 251.433.3800
ray.zielke@starshipping.com

TRANSMARINE ALABAMA, INC.
209 St. Louis Street
Mobile, Alabama 36602
Tel: 251.432.8486
Fax: 251.432.8487
luis@tmcnewyork.com

WILHELMSEN SHIPS SERVICE
107 St. Francis Street, Suite 1804
P.O. Box 865 (36601)
Mobile, Alabama 36602
Tel: 251-433-3459
Fax: 251-433-5293
Wss.mobile.shipsagency@
wilhelmsen.com

ALABAMA AEROSPACE INDUSTRY ASSOCIATION

The Alabama Aerospace Industry Association (AAIA) provides a unified voice in the state on issues of mutual interest, especially education, workforce development, and economic development.

Objectives of the association include:

- Focus of efforts to leverage already substantial industry, government and academic resources in the state to support economic growth and high-tech job creation
- Improve networking, communication, coordination and collaboration among aerospace/aviation and defense industries in Alabama
- Conduct activities and programs for members to share information and become better informed on manufacturing, management and government issues that significantly impact the industry
- Sponsor seminars, workshops and plant tours and disseminate information on technology and continuous improvement

CONTACTS

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Fax: 256.824.6970
www.alabamaaerospace.org

ALABAMA AUTOMOTIVE MANUFACTURERS ASSOCIATION (AAMA)

The Alabama Automotive Manufacturers Association provides a forum for interaction among automotive companies in Alabama, to share information among its members and to provide an awareness of manufacturing trends, techniques and concerns.

Mission:

Promote growth and continuous improvement of automotive manufacturing in Alabama.

Objectives:

- Improve automotive manufacturing processes and systems in Alabama
- Provide strategic direction for workforce development in Alabama
- Conduct programs to share knowledge on issues impacting the automotive industry in Alabama

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Fax: 256.824.6970
www.aama.to

ALABAMA FARMERS FEDERATION INTERNATIONAL TRADE DIVISION

A non-profit organization, the division of International Trade focuses on making Alabama agricultural products accessible to world markets.

- Works as close to the source of production as possible
- Refers product information requests and trade inquiries to qualified suppliers
- Offers export assistance
- Presents products in overseas trade shows and missions
- Coordinates sources of products to aid buyers to purchase from a single source
- Assists in customized on-site tours of Alabama producers' and processors' facilities by inbound trade missions and buying teams

CONTACTS

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COMMODITY PRODUCER SERVICES
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Montgomery, Alabama 36191-0001
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www.alfafarmers.org

ALABAMA GERMANY PARTNERSHIP

The Alabama Germany Partnership was founded in 1998 to foster ties and serve as a resource for members and others interested in a strong business and cultural relationship between Alabama and Germany.

- To encourage understanding and relationships between Alabamians and Germans
- To support business development by encouraging such areas as direct investment, trade and tourism
- To stimulate and pursue educational opportunities through language, cultural and exchange programs
- To serve as an information network for existing and new organizations and relationships in Alabama and Germany
- To regularly communicate to the public and our membership (Alabamians and Germans) through meetings and appropriate media

CONTACTS

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director@alabamagermany.org

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Fax: 205.943.4780
www.alabamagermany.org

ALABAMA - INDIA BUSINESS PARTNERSHIPS

The Alabama India Business Partnerships (AIBP) is constituted to foster economic development opportunities, promote bi-lateral trade and serve as a platform for the development of mutually beneficial business relationships between India and Alabama. AIBP success is a function of its diverse and distinguished membership and exists to serve that membership.

- Stimulate and support trade in goods and services, investment, joint ventures and technology transfers between companies and/or institutions in Alabama and India.
- Develop and strengthen working relationships between the partnerships and relevant private and government agencies and industry leaders in order to respond to issues concerning Alabama-India business needs.
- Support Job creation initiatives by the state
- Achieve greater understanding, awareness and closer relationships between Alabama and India in their way of thinking about commerce and trade.

CONTACTS

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awalia@ahri.com

500 Cahaba Park Circle
Birmingham, Alabama 35242-5010
www.aibp.us

ALABAMA POWER COMPANY ECONOMIC AND COMMUNITY DEVELOPMENT

- Has maintained an active economic development department for decades to encourage and support economic growth in Alabama
- Provides assistance and works with export-related organizations
- Sponsors missions to trade shows and generates trade leads
- Supports miscellaneous trade efforts

CONTACTS

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Fax: 205.257.2163
www.amazingalabama.com

ALABAMA WORLD TRADE ASSOCIATION

The Alabama World Trade Association is the only statewide trade association focused on positively affecting trade policies on a local, state and federal level. The AWTA also provides a forum for exporters across the state to communicate the value international trade policy to decision makers.

Membership is comprised of businesses, manufacturers, chambers of commerce and agriculture groups committed to the promotion of Alabama products through increased exports. Activities and benefits include:

- Actively serves as an advocate of fair trade to governmental leaders
- Produces a quarterly newsletter, Alabama International Dateline and an annual Membership Directory
- Provides the opportunity to join other Alabama exporters in meetings with members of the Alabama Congressional delegation to share concerns and suggestions about trade issues
- Plans and organizes an annual AWTA meeting and works closely with trade allies/organizations to sponsor seminars, workshops and conferences focusing on trade

CONTACTS

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Fax: 334.262.0889
www.alworldtrade.com

BIOTECHNOLOGY ASSOCIATION OF ALABAMA

The Biotechnology Association of Alabama (BAA) is a statewide organization representing Alabama's bio related industries, research scientists, clinicians and business professionals who are working together to foster, develop and support the life sciences in Alabama. The programs and member benefits are designed to enhance the progress of the industry and members.

Mission Statement:

The Biotechnology Association of Alabama exists to help its members through building a favorable environment where bio related businesses and academics can flourish and grow together.

Vision Statement:

The Biotechnology Association of Alabama sees great opportunity in taking advantage of Alabama's strong bio assets to build a future that puts the State in a leadership position in the nation and the world in diagnosing, treating and curing human and animal diseases while keeping our environment cleaner and safer.

CONTACTS

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Fax: 205.942.7319
www.bioalabama.com

CHAMBER OF COMMERCE OF HUNTSVILLE/MADISON COUNTY

- Provides assistance to international service businesses wishing to locate or do business in Huntsville or Madison County
- Publishes a comprehensive industrial directory which includes companies that indicate export activity
- Coordinates and sponsors international reverse investment-marketing activities
- Provides assistance to companies considering direct investment in Huntsville/Madison County
- Hosts and coordinates visits of foreign diplomats and international delegations
- Supports the growth and expansion of Huntsville/Madison County's 30 foreign-based companies
- Maintains and provides a repository of information on overseas countries and business data

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Tel: 256.535.2000
Fax: 256.535.2085
www.hsvchamber.org

CITY OF BIRMINGHAM OFFICE OF ECONOMIC DEVELOPMENT

The Mayor's Office of Economic Development is responsible for promoting the economic growth and development of the City of Birmingham. The City makes a special effort to promote international trade and development through the following services:

- Raises general awareness about the importance of international trade
- Offers customized technical assistance
- Provides general information and specific data on Birmingham's international companies
- Operates Birmingham's General Purpose Trade Zone No. 98
- Works with the Birmingham Sister City Commission to cultivate and nurture economic development and trade relationships with five Sister Cities
- Coordinates trade promotional activities with trade organizations in Birmingham and the state of Alabama

CONTACTS

TRACEY MORANT ADAMS
Director
Office of Economic Development
Tel: 205.254.2799

DIVISION OF THE MAYOR'S OFFICE
Third Floor, City Hall
710 North 20th Street
Birmingham, Alabama 35203
Fax: 205.254.7741
www.informationbirmingham.com

THE JAPAN-AMERICA SOCIETY OF ALABAMA

The Japan-America Society of Alabama (JASA) was incorporated in September 1989 as a private, not-for-profit association to encourage and develop ties of friendship and understanding between individuals and organizations in Japan and Alabama.

- Provides an avenue for the people of Alabama and resident Japanese citizens to promote friendly personal and professional relationships
- Offers a comprehensive program responsive to social, economic and political needs through which to examine and learn from experiences and achievements of both Japan and Alabama
- Publishes *The Alabama Guide*, a publication in Japanese, to provide Japanese nationals residing in the state with pertinent information on living in Alabama

CONTACTS

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FOREIGN CONSULATES AND TRADE OFFICES

Foreign governments maintain consular offices throughout the world to represent their governments. They are there to assist its citizens traveling or residing in their consular district. These offices also promote their country to foreign countries and assist with trade and maintain positive relations at both the political and personal levels. Duties of the consulate traditionally include issuing and renewing passports and other official documents, helping travelers in distress, signing death certificates, legalizing or delivering official documents, and assisting travelers who have trouble with local law enforcement or immigration authorities.

Selected offices having jurisdiction over the state of Alabama are shown below. For countries not listed, please contact the Alabama Development Office's International Trade Division

ALGERIA

Embassy of the People's Democratic Republic of Algeria
2118 Kalorama Road, NW
Washington, DC 20008
Tel: 202.625.2800
Fax: 202.667.2174

ANGOLA

Trade Office
1925 K Street NW, Suite 225
Washington, DC 20006
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vinatrade@vietnam-ustrade.org
www.vietnam-ustrade.org
www.vietnamembassy-usa.org

WEBSITES FOR INTERNATIONAL TRADE & POLICY

How to trade

USDOC International Trade Administration.....<http://www.ita.doc.gov>
Global Information Network for SMEs.....<http://www.gin.sme.ne.jp>
How to Start an Export/Import Business (search export)<http://www.entrepreneur.com>
FITA's List of Good Websites <http://www.fita.org/useful/useful.html>
Web Casts on International Topics<http://www.globalspeak.com>
Business Cultures..... <http://www.getcustoms.com>
World Trade Center Association online..... <http://www.wtca.org>

Trade Finance Information

Market Access and Compliance (MAC)<http://www.mac.doc.gov>
International Finance Corporation <http://www.ifc.org>
Foreign Currency Information <http://www.tradeport.org>
U.S. Export-Import Bank <http://www.exim.gov>
Overseas Private Investment Corporation <http://www.opic.gov>
U.S. Trade and Development Agency <http://www.tda.gov>
Universal Currency Converter <http://www.xe.com/ucc/>
Foreign Exchange Tools<http://www.oanda.com>

Country Information & Trade Agreement

China Information <http://www.chinaonline.com>
Japan External Trade Association <http://www.jetro.org>
English Language Newspaper Worldwide..... <http://www.world-newspapers.com>
Foreign Embassies of the United States <http://www.embassy.org>
Country Commercial Guides (CCG)<http://www.stat-usa.gov/tradtest.nsf>

Company Research Sites

The U.S. Exporters' Yellow Pages <http://www.exportyellowpages.com>
Directory of American Firms Operating in Foreign Countries....<http://www.uniworldbp.com>
International Company Profile <http://tradeinfo.doc.gov>
Owens Online <http://owens.com>

Trade Lead Sites

STAT-USA<http://www.stat-usa.gov>
To Locate Your Nearest Export Assistance Center <http://tradeinfo.doc.gov>
Track Specific Opportunities Financed by Multinational Development Banks.....
<http://www.mdba.com>
World's Largest Base Supplier <http://www.alibaba.com>
International Trade Data Network <http://www.itdn.net>

WEBSITES FOR INTERNATIONAL TRADE & POLICY

Overseas Trade Missions and Trade Shows

USDOC Trade Events http://www.export.gov/eac/trade_events.asp
USDOC Agent/Distributor Service <http://www.ita.doc.gov/uscs>
International Strategies, Inc. <http://www.reedexpo.com>
Exhibitor Networks <http://www.exhibitoronline.com>
Tradeshow Week Online <http://tradeshowweek.com>
Tradeshow Network <http://www.tsn.com>
Allworld Exhibitions <http://www.allworldexhibitions.com>

Regulations, Standards, Tariffs, and Certification of Product Sites

National Center for Standards & Certification Info.....
<http://ts.nist.gov/ts/htdocs/210/ncsci/ncsci.htm>
International Standards Organization <http://www.iso.ch>
The American National Standards Institute <http://www.ansi.org>

Statistics on Trade

United Nations Statistics Division <http://www.un.org/Depts/unsd>
Foreign Trade Division, U.S. Census Bureau <http://www.census.gov/foreign-trade/www>
World Trade Organization <http://www.wto.org>
Search for Survey of Current Business <http://www.gpo.gov>

Industry Organization

U.S. Chamber of Commerce www.uschamber.org
U.S. Council for International Business <http://www.uscib.org>
The International Chamber of Commerce <http://www.iccwbo.org>

Federal Agencies

U.S. Small Business Administration <http://www.sba.gov/oit>
US Agency for International Development <http://www.usaid.gov>
U.S. Trade Representative <http://www.ustr.gov>
U.S. State Department <http://www.state.gov>
Bureau of Labor Statistics <http://stats.bls.gov>
Citizenship & Immigration Services (formerly INS) .. <http://www.uscis.gov/portal/site/uscis>
Foreign Tourist Information <http://tinet.ita.doc.gov>
U.S. International Trade Commission <http://www.usitc.gov>
U.S. Customs & Border protection <http://www.customs.ustreas.gov>
Library of Congress <http://www.loc.gov>
Overseas Private Investment Corporation <http://www.opic.gov>

WEBSITES FOR INTERNATIONAL TRADE & POLICY

State and International Government Organizations

Council of State Governments <http://www.csg.org>
National Association of Secretaries of State <http://www.nass.org>
National Association of State Development Agencies<http://www.nasda.com/agencies.htm>
National Governors' Association <http://www.nga.org>
Southern Legislative Conference<http://slcatlanta.org>
United Nations <http://www.un.org>
Access to World Embassy Sites <http://www.embassyworld.com>
Foreign Embassies in Washington, DC <http://embassy.org>
Organization for Economic Cooperation & Development <http://www.oecd.org>
Inter-American Development Bank<http://www.iadb.org>
U.N. Commission on Trade & Development <http://www.unctad-trains.org>

Non-Profit Organizations & Advocacy

U.S. Chamber of Commerce's "Trade Roots" Program <http://www.traderoots.org>
Council on Foreign Relations <http://www.cfr.org/index.php>
Sister Cities International <http://www.sister-cities.org>
Organization for International Investment (FDI) <http://www.ofii.org>
Federation of International Trade Associations <http://fita.org>
For the Translation Field <http://www.gala-global.org>
Small Business Exporter's Association <http://www.sbea.org>

Immigration

Immigration Lawyers Association <http://www.aila.org>
The Immigration Forum <http://www.uscis.gov/portal/site/uscis>
Demographics <http://www.census.gov/epcd/cbp/view/cbpview.html>

International Education

National Association of International Educators <http://www.nafsa.org>
National Clearinghouse for English Language Acquisition<http://www.ncela.gwu.edu>
American Council on the Teaching of Foreign Languages <http://www.actfl.org>
Gilman Study Abroad Scholarships <http://www.iie.org/gilman>
The East Asia Resource Center<http://staff.washington.edu/earc>
Southern Center for International Studies<http://www.southerncenter.org>

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